

	2012			2013			2014			2015			2016			2017		
All 7(A)	\$	5,262,339,200		\$	6,273,284,000		\$	6,194,779,100		\$	7,840,325,700		\$	8,437,667,100		\$	9,219,476,300	
Ethnicity																		
All Minority	\$	1,324,590,300	25%	\$	1,679,055,300	27%	\$	1,783,400,000	29%	\$	2,206,353,900	28%	\$	2,482,859,800	29%	\$	2,928,457,200	32%
AMERICAN INDIAN	\$	25,744,800	0%	\$	28,338,700	0%	\$	24,280,400	0%	\$	46,962,100	1%	\$	34,703,400	0%	\$	62,614,200	1%
ASIAN OR PACIFI	\$	966,875,700	18%	\$	1,246,357,600	20%	\$	1,333,416,300	22%	\$	1,564,325,900	20%	\$	1,832,564,600	22%	\$	2,116,231,000	23%
BLACK	\$	84,202,600	2%	\$	106,491,400	2%	\$	128,652,200	2%	\$	149,172,500	2%	\$	166,024,300	2%	\$	217,029,500	2%
HISPANIC	\$	247,767,200	5%	\$	297,867,600	5%	\$	297,051,100	5%	\$	445,893,400	6%	\$	449,567,500	5%	\$	532,582,500	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	493,797,900	9%	\$	715,928,500	11%	\$	946,394,600	15%	\$	1,051,139,800	13%	\$	1,148,906,300	14%	\$	1,356,042,000	15%
WHITE	\$	3,443,951,000	65%	\$	3,878,300,200	62%	\$	3,464,984,500	56%	\$	4,582,832,000	58%	\$	4,805,901,000	57%	\$	4,934,977,100	54%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	896,936,700	17%	\$	983,016,900	16%	\$	1,029,019,500	17%	\$	1,243,893,900	16%	\$	1,371,531,400	16%	\$	1,416,762,200	15%
Female Owned more than 50%	\$	655,879,900	12%	\$	803,678,900	13%	\$	763,244,300	12%	\$	989,579,000	13%	\$	1,210,732,400	14%	\$	1,341,528,200	15%
Male Owned	\$	3,709,522,600	70%	\$	4,486,588,200	72%	\$	4,402,515,300	71%	\$	5,606,852,800	72%	\$	5,855,403,300	69%	\$	6,461,185,900	70%
Veteran	\$	219,850,100	4%	\$	217,493,800	3%	\$	212,097,500	3%	\$	400,491,000	5%	\$	431,633,300	5%	\$	340,746,400	4%
EXISTING BUSINESS	\$	3,840,353,300	73%	\$	4,648,612,500	74%	\$	4,447,795,000	72%	\$	5,261,086,000	67%	\$	5,356,505,800	63%	\$	5,920,240,100	64%
NEW BUSINESS	\$	1,413,812,200	27%	\$	1,615,380,500	26%	\$	1,724,499,700	28%	\$	2,557,675,400	33%	\$	3,055,391,500	36%	\$	3,273,727,600	36%
Rural	\$	881,333,600	17%	\$	891,501,100	14%	\$	1,037,638,900	17%	\$	1,319,252,000	17%	\$	1,341,034,400	16%	\$	1,331,000,600	14%
Urban	\$	4,381,005,600	83%	\$	5,381,782,900	86%	\$	5,157,140,200	83%	\$	6,521,073,700	83%	\$	7,096,632,700	84%	\$	7,888,475,700	86%
Export	\$	171,642,400	3%	\$	327,544,700	5%	\$	425,819,600	7%	\$	481,747,000	6%	\$	509,395,000	6%	\$	1,242,734,300	13%
CAPLine	\$	110,299,100	2%	\$	210,238,800	3%	\$	145,648,800	2%	\$	184,725,500	2%	\$	117,284,700	1%	\$	90,684,400	1%
PLP	\$	2,701,649,600	51%	\$	3,413,994,600	54%	\$	3,650,772,600	59%	\$	4,813,924,300	61%	\$	5,372,577,300	64%	\$	6,359,385,800	69%
Express	\$	635,086,500	12%	\$	616,031,800	10%	\$	591,267,100	10%	\$	763,245,000	10%	\$	784,151,600	9%	\$	729,806,400	8%
\$150K and Under	\$	532,245,800	10%	\$	520,061,700	8%	\$	585,895,900	9%	\$	793,622,800	10%	\$	817,945,800	10%	\$	777,056,300	8%
>\$150K - \$350K	\$	738,988,700	14%	\$	805,121,300	13%	\$	734,383,700	12%	\$	905,820,300	12%	\$	973,870,500	12%	\$	1,013,523,000	11%
>\$350K - \$2M	\$	2,699,058,500	51%	\$	3,319,844,200	53%	\$	3,129,594,800	51%	\$	3,725,555,400	48%	\$	4,056,713,200	48%	\$	4,216,700,600	46%
>\$2M	\$	1,292,046,200	25%	\$	1,628,256,800	26%	\$	1,744,904,700	28%	\$	2,415,327,200	31%	\$	2,589,137,600	31%	\$	3,212,196,400	35%

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	2012		2013		2014		2015		2016		2017	
All 7(A)	16,242		16,699		16,895		21,702		23,226		22,066	
Ethnicity												
All Minority	3,521	22%	3,771	23%	4,057	24%	5,088	23%	6,050	26%	5,713	26%
AMERICAN INDIAN	133	1%	138	1%	135	1%	154	1%	147	1%	162	1%
ASIAN OR PACIFI	1,815	11%	2,075	12%	2,238	13%	2,694	12%	3,092	13%	2,937	13%
BLACK	439	3%	403	2%	479	3%	633	3%	851	4%	828	4%
HISPANIC	1,134	7%	1,155	7%	1,205	7%	1,607	7%	1,960	8%	1,786	8%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	1,459	9%	1,730	10%	2,026	12%	3,039	14%	2,816	12%	3,036	14%
WHITE	11,262	69%	11,198	67%	10,812	64%	13,575	63%	14,360	62%	13,317	60%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	2,547	16%	2,614	16%	2,637	16%	3,146	14%	3,257	14%	3,039	14%
Female Owned more than 50%	2,649	16%	2,706	16%	2,762	16%	3,770	17%	4,269	18%	4,034	18%
Male Owned	11,046	68%	11,379	68%	11,496	68%	14,786	68%	15,700	68%	14,993	68%
Veteran	857	5%	827	5%	782	5%	1,040	5%	1,199	5%	1,157	5%
EXISTING BUSINESS	11,209	69%	11,489	69%	11,679	69%	14,550	67%	14,085	61%	13,768	62%
NEW BUSINESS	5,024	31%	5,198	31%	5,185	31%	7,107	33%	9,103	39%	8,267	37%
Rural	2,298	14%	2,017	12%	2,777	16%	3,457	16%	3,895	17%	3,413	15%
Urban	13,944	86%	14,682	88%	14,118	84%	18,245	84%	19,331	83%	18,653	85%
Export	306	2%	421	3%	560	3%	588	3%	660	3%	1,509	7%
CAPLine	138	1%	270	2%	194	1%	235	1%	169	1%	141	1%
PLP	4,334	27%	4,632	28%	4,257	25%	5,322	25%	6,127	26%	7,936	36%
Express	8,591	53%	7,961	48%	8,299	49%	11,146	51%	11,990	52%	10,159	46%
\$150K and Under	9,635	59%	9,072	54%	9,812	58%	13,035	60%	14,021	60%	12,225	55%
>\$150K - \$350K	2,951	18%	3,196	19%	2,853	17%	3,509	16%	3,678	16%	3,845	17%
>\$350K - \$2M	3,231	20%	3,905	23%	3,658	22%	4,372	20%	4,681	20%	4,971	23%
>\$2M	425	3%	526	3%	572	3%	786	4%	846	4%	1,025	5%

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	2012		2013		2014		2015		2016		2017							
All 504	\$	2,071,530,000		\$	2,025,398,000		\$	1,557,739,000		\$	1,574,649,000		\$	1,792,149,000		\$	1,921,312,000	
Ethnicity																		
All Minority	\$	428,596,000	21%	\$	468,679,000	23%	\$	396,073,000	25%	\$	403,561,000	26%	\$	518,713,000	29%	\$	587,044,000	31%
AMERICAN INDIAN	\$	2,602,000	0%	\$	3,921,000	0%	\$	1,748,000	0%	\$	6,588,000	0%	\$	4,899,000	0%	\$	1,274,000	0%
ASIAN OR PACIFI	\$	304,253,000	15%	\$	343,177,000	17%	\$	289,464,000	19%	\$	264,712,000	17%	\$	376,380,000	21%	\$	426,411,000	22%
BLACK	\$	24,536,000	1%	\$	38,353,000	2%	\$	19,586,000	1%	\$	21,250,000	1%	\$	23,319,000	1%	\$	39,516,000	2%
HISPANIC	\$	97,205,000	5%	\$	83,228,000	4%	\$	85,275,000	5%	\$	111,011,000	7%	\$	114,115,000	6%	\$	119,843,000	6%
MULTI-GROUP	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
UNDETERMINED	\$	110,379,000	5%	\$	155,167,000	8%	\$	131,488,000	8%	\$	142,234,000	9%	\$	144,074,000	8%	\$	156,326,000	8%
WHITE	\$	1,532,555,000	74%	\$	1,401,552,000	69%	\$	1,030,178,000	66%	\$	1,028,854,000	65%	\$	1,129,362,000	63%	\$	1,177,942,000	61%
Gender																		
Not Reported	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%	\$	-	0%
Female Owned 50% or less	\$	10,226,000	0%	\$	8,583,000	0%	\$	6,170,000	0%	\$	5,661,000	0%	\$	4,918,000	0%	\$	75,041,000	4%
Female Owned more than 50%	\$	225,708,000	11%	\$	250,063,000	12%	\$	169,525,000	11%	\$	198,583,000	13%	\$	226,446,000	13%	\$	215,575,000	11%
Male Owned	\$	1,835,596,000	89%	\$	1,766,752,000	87%	\$	1,382,044,000	89%	\$	1,370,405,000	87%	\$	1,560,785,000	87%	\$	1,630,696,000	85%
Veteran	\$	112,708,000	5%	\$	87,934,000	4%	\$	60,874,000	4%	\$	59,520,000	4%	\$	61,564,000	3%	\$	56,676,000	3%
EXISTING BUSINESS	\$	1,810,634,000	87%	\$	1,727,120,000	85%	\$	1,290,872,000	83%	\$	1,317,834,000	84%	\$	1,477,098,000	82%	\$	1,645,698,000	86%
NEW BUSINESS	\$	260,896,000	13%	\$	298,278,000	15%	\$	266,867,000	17%	\$	256,815,000	16%	\$	315,051,000	18%	\$	275,614,000	14%
Rural	\$	490,985,000	24%	\$	442,198,000	22%	\$	340,179,000	22%	\$	356,201,000	23%	\$	393,421,000	22%	\$	412,763,000	21%
Urban	\$	1,580,545,000	76%	\$	1,583,200,000	78%	\$	1,217,560,000	78%	\$	1,218,448,000	77%	\$	1,398,728,000	78%	\$	1,508,549,000	79%
Export	\$	62,620,000	3%	\$	67,714,000	3%	\$	81,257,000	5%	\$	82,682,000	5%	\$	66,115,000	4%	\$	19,932,000	1%
\$150K and Under	\$	38,355,000	2%	\$	36,502,000	2%	\$	27,405,000	2%	\$	23,492,000	1%	\$	22,603,000	1%	\$	26,018,000	1%
>\$150K - \$350K	\$	238,645,000	12%	\$	229,499,000	11%	\$	157,085,000	10%	\$	155,856,000	10%	\$	150,948,000	8%	\$	167,853,000	9%
>\$350K - \$2M	\$	1,266,203,000	61%	\$	1,218,878,000	60%	\$	922,265,000	59%	\$	993,368,000	63%	\$	965,470,000	54%	\$	1,087,603,000	57%
>\$2M	\$	528,327,000	26%	\$	540,519,000	27%	\$	450,984,000	29%	\$	401,933,000	26%	\$	653,128,000	36%	\$	639,838,000	33%

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	2012		2013		2014		2015		2016		2017	
All 504	3,110		3,028		2,190		2,207		2,191		2,430	
Ethnicity												
All Minority	602	19%	625	21%	448	20%	467	21%	472	22%	573	24%
AMERICAN INDIAN	7	0%	3	0%	3	0%	9	0%	7	0%	3	0%
ASIAN OR PACIFI	358	12%	382	13%	251	11%	252	11%	265	12%	340	14%
BLACK	52	2%	57	2%	34	2%	36	2%	30	1%	50	2%
HISPANIC	185	6%	183	6%	160	7%	170	8%	170	8%	180	7%
MULTI-GROUP	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
UNDETERMINED	146	5%	184	6%	154	7%	164	7%	172	8%	168	7%
WHITE	2,362	76%	2,219	73%	1,588	73%	1,576	71%	1,547	71%	1,689	70%
Gender												
Not Reported	-	0%	-	0%	-	0%	-	0%	-	0%	-	0%
Female Owned 50% or less	15	0%	13	0%	6	0%	9	0%	7	0%	120	5%
Female Owned more than 50%	427	14%	470	16%	332	15%	338	15%	368	17%	358	15%
Male Owned	2,668	86%	2,545	84%	1,852	85%	1,860	84%	1,816	83%	1,952	80%
Veteran	170	5%	160	5%	105	5%	94	4%	105	5%	93	4%
EXISTING BUSINESS	2,756	89%	2,681	89%	1,875	86%	1,889	86%	1,907	87%	2,116	87%
NEW BUSINESS	354	11%	347	11%	315	14%	318	14%	284	13%	314	13%
Rural	854	27%	752	25%	524	24%	553	25%	550	25%	642	26%
Urban	2,256	73%	2,276	75%	1,666	76%	1,654	75%	1,641	75%	1,788	74%
Export	81	3%	74	2%	82	4%	92	4%	67	3%	18	1%
\$150K and Under	352	11%	339	11%	247	11%	207	9%	208	9%	229	9%
>\$150K - \$350K	957	31%	944	31%	652	30%	632	29%	609	28%	673	28%
>\$350K - \$2M	1,626	52%	1,571	52%	1,150	53%	1,236	56%	1,172	53%	1,326	55%
>\$2M	175	6%	174	6%	141	6%	132	6%	202	9%	202	8%

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